

## REQUEST FOR PROPOSALS AND QUALIFICATION

### *Community Greenhouse Project*

*City of Springfield, Missouri*

***Project Description:*** The City of Springfield, Missouri (City) is seeking proposals from qualified applicants for a commercial greenhouse operation to be located adjacent to Springfield Sanitary Landfill (SSLF) and the Noble Hill Landfill Renewable Energy Center (NHLREC). A tour of the project site can be arranged before the RFP is due. The existing NHLREC has been in operation since 2006 and consists of two (2) Caterpillar 3520 engines operating on landfill gas and producing approximately 3 Megawatts of renewable electricity. The Renewable Energy/Sustainable Food Project Feasibility Study, completed in 2011, indicates that the NHLREC produces enough waste heat to potentially support a 4-8 acre commercial greenhouse operation.

***Background:*** The City and City Utilities of Springfield (CU) have developed a project at Springfield's landfill to capture methane gas and generate electricity from the captured methane gas. The project produces 3.2 MW which is enough electricity to power 2,100 homes.

Wanting to take the next step in renewable energy with this project, The City started looking at what could be accomplished by capturing the waste heat from the generators that produce the electricity. The City was awarded an ARRA grant under the "Energize Missouri Renewable Energy Study Subgrant" for a feasibility study for using the waste heat to support a sustainable greenhouse that could grow produce year-round. The feasibility study assumed a 35,000 square foot greenhouse with an additional 3,500 – 4,800 square foot headhouse. The generators produce enough waste heat to support a greenhouse that is at least 174,000 square feet (4 acres) in size.

The feasibility study included a market study to determine that the produce demand in the Springfield area would support a greenhouse. Currently, over 95% of the fresh produce consumed in the Springfield/Greene County area is imported from sources outside of Missouri and, in some cases, outside the United States. Successful development and operation of the Community Greenhouse Project will expand locally grown food production, and help reduce the region's food dependency on imported food supplies. Unlike most greenhouses that rely on traditional power sources, this project is designed to take advantage of waste heat created from the City's landfill. From a competition standpoint, there are no known local commercial greenhouses growing fresh foodstuffs in our region that will be harmed by this initiative.

**Request for Proposals:** The land to be developed adjacent to the NHLREC (the “Site”) is located approximately 9 miles north of Springfield just off of State Hwy 13 (see attached Site Location Map). The City seeks qualified applicants to propose the development of a commercial greenhouse on the Site. Based on two community involvement sessions, staff research, and existing project comparisons, the City is seeking proposals to design, build, and operate all components of a commercial greenhouse operation on the site, including but not limited to: infrastructure and utility improvements, greenhouse, and waste heat recovery system.

Preference will be given for proposals that meet the following goals established by the local stakeholder group:

1. Provide locally grown, fresh, preferably organic produce for local and regional markets that reduces the region's dependency on imported products.
2. Provide education, research, and job training opportunities for Springfield's higher education institutions and the community at large.
3. Provide a source of locally grown healthy foods to local food pantries.
4. Provide local opportunities by recruiting Springfield area partners and/or businesses as a part of the proposal.

**Submission:** Interested parties shall submit a statement of qualifications and a proposal for redevelopment of the Site that is responsive to all of the questions, requirements, conditions and information set forth in this document and each of the attachments.

All statements of qualifications and proposals must be submitted to Interim Economic Development Director Sarah Kerner (417-864-1035) at 840 Boonville, Springfield, Missouri, and must be received by **3:00 p.m. on April 29, 2016**. Proposals should be a maximum of 20-30 double sided pages and five (5) bound and one (1) unbound copies must be submitted.

**Selection Criteria:** All statements of qualifications and proposals shall be judged on:

- (i) the qualifications of the applicant, including financing for the project and a successful track record of related projects;
- (ii) the merit and viability of the proposal described in the submission;
- (iii) the quality and detail of the submission;
- (iv) the ability of the submission to meet the goals set forth in this RFP;
- (v) the ability of the proposal and the applicant to meet all of the requirements of the RFP ; and
- (vi) the ability of the proposal to accomplish any other goals that it may identify.
- (vii) Consideration will be give to the applicant that has similar projects with successful business models.
- (viii) Innovative ways to integrate the Greenhouse into the Springfield community, such as donations to the cities food banks, opportunities for higher education to utilize the Greenhouse in their curriculum, etc

***Additional Terms:*** The City reserves the right to reject all proposals and to publish any additional requests for proposals as may be necessary, and to extend the time period in which to submit responses to this Notice.

## **Attachments**

The applicant must submit a proposal that includes all of the required information in Attachments 1 and 2. Attachments 3 and 4 are for informational purposes; details and specifications of the proposal may incorporate or make use of the information contained in Attachments 3 and 4.

## **Proposal and Qualification Requirements**

1. Requested Public Information about the Developer
2. Requested Private Information about the Developer

## **Informational Attachments**

3. Site Location Map
4. Other info about project: Minimum lease terms; utility rates; waste heat rates, Missouri Works Incentives

## **Attachment 1**

### **Proposal Requirements -- Requested Public Information about the Developer and Proposed Uses**

#### Developer Qualifications

- Identify the principals, project managers, design engineers and all other persons that have a significant role in preparing and completing the greenhouse project
- Statement of why the firm or individuals are interested in the project
- Reference and contact information for any public entities where the firm or principals of the firm have successfully completed projects involving governmental entities

#### Experience

- Experience with similar projects
- Comparable projects completed by the firm or principals of the firm
- Reference and contact information for representative greenhouse and food production projects

#### Job Creation

- Full time jobs created during planning and completing the project
- Full time jobs retained after the project is completed
- Part time jobs created during planning and completing the project
- Part time jobs retained after the project is completed

#### Property Lease Terms

- Duration of lease
- Rent to be paid
- Renewal terms
- Possibility of project buy-out by the city after \_\_\_\_\_ years

#### Development/Construction Schedule

- Initial construction commitment
- Detailed development schedule (such as a critical path chart)
- Contingencies on construction
- Phased construction

#### Greenhouse

- Plan for management

#### Financing

- Financing plan
- Availability of financing
- Local investment opportunities

Incentives (see City of Springfield Economic Development Policy Manual <http://www.springfieldmo.gov/DocumentCenter/Home/View/10136> and

Springfield Economic Development Incentives Guide <http://www.springfieldmo.gov/DocumentCenter/Home/View/3808> )

- Required incentives (type and amount) from the City
- Other financial assistance from the City

Other

- Conditions not covered above
- Any special factors the City should consider in evaluating the firm's experience
- Any city responsibilities

## **Attachment 2**

### **Proposal Requirements -- Requested Private Information about the Developer**

Please submit the following information in sealed envelopes marked “confidential”. This information will remain closed to public review during the negotiation process.

#### Financing

- Financial resources
- Tentative capital financing plan
- Letters of interest from financial institutions
- Estimated equity commitment

#### Tenants

- Letters of Intent or Interest to purchase products produced in greenhouse

# Attachment 3

## Site Location Map

### SITE LOCATION MAP

#### GREENE COUNTY MAP



#### MISSOURI STATE MAP



#### SITE MAP



AUGUST 2011



## **Attachment 4**

### **Utility Rates:**

#### **Electric:**

Please see the attached City Utilities Rate Rider D documents.

Using these documents and the utility rates listed at

<http://www.cityutilities.net/pricing/pricing.htm>

developers should be able to determine based on your proposed project what utility rate(s) will be applicable to their project.

#### **Natural Gas/Propane:**

Based on current available information the City believes that propane is the only fuel available at the project site for back-up heating. There are numerous propane vendors in the area who can supply lease tanks and rates.

#### **Waste Heat Rate:**

Based on the above information the City welcome the developer to submit a rate and term for the waste heat as part of the proposal. The developer should include the design, purchase, installation, and operations and maintenance plan for the waste heat recovery system in this section of the proposal.

#### **Land Lease Rate:**

Based on the above information the City welcomes the developer to submit a rate, term, location, and size of the land lease for the proposed project and/or any future expansion(s).